

## Message Text

UNCLASSIFIED

PAGE 01 ISTANB 01912 080822Z  
ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W  
-----080824Z 111106 /10

R 080709Z JUN 77  
FM AMCONSUL ISTANBUL  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8883  
AMEMBASSY ANKARA

UNCLAS ISTANBUL 1912

E.O. 11652: N/A  
TAGS: BEXP, TU  
SUBJECT: PRIVATE LICENSING OPPORTUNITY - GASOLINE AND DIESEL  
ENGINES UP TO 80 HORSEPOWER

1. COUNTRY: 489
2. POST: 03
3. NO.: 0001
4. DATE: 06/03/77
5. PRODUCTS OR SERVCKES AND SIC NOS.:  
3519100 GASOLINE ENGINES UNDER 11 HORSEPOWER  
3519200 GASOLINE ENGINES 11-80 HORSEPOWER  
3519310 DIESEL ENGINES TO 80 HORSEPOWER
6. ASSISTANCE SOUGHT: LICENSING OF TECHNOLOGY AND TRADEMARK
7. DESCRIPTION OF PROPOSED VENTURE: PROPOSER, A MANUFACTURER OF  
GASOLINE AND DIESEL ENGINES OF 3.7 TO 15 HP UNDER ITALIAN LOMBARDINI  
LICENSE, WISHES TO REPLACE OR EXPAND ITS PRESENT ENGINE LINE BY  
SECURING A LICENSING AGREEMENT WITH A U.S. MANUFACTURER. EXPANSION  
CURRENTLY UNDERWAY WILL INCREASE CAPACITY OF PRESENT ENGINE FACTORY  
FROM 16,000 TO APPROXIMATELY 40,000 UNITS/YEAR.

8. NAME AND ADDRESS OF PROPOSER: CELIK MONTAJ TICARET VE SANAYII  
A.S., EMIRLER SOKAK 3/1, SIRKECI, ISTANBUL. CABLE: CELIKMONTAJ;  
TEL: 255005; TELEX: 22564 JAWA TR.  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 ISTANB 01912 080822Z

9. WTDR: OCTOBER 1974
10. OFFICIAL'S NAME AND TITLE: MR. AHMET SIRMAN, COMMERCIAL  
MANAGER
11. CURRENT BUSINESS: MANUFACTURER
12. PRINCIPAL PRODUCT LINES: SMALL GASOLINE AND DIESEL ENGINES,  
MOTORCYCLES (JAWA) AND PICK-UP TRUCKS (SKODA).
13. PRESENT SIZE: LARGE

14. --

15. EXPERIENCE IN PROPOSED PRODUCT LINE: FIRM HAS EXTENSIVE EXPERIENCE IN THE MANUFACTURE OF SMALL STATIONARY ENGINES AS WELL AS MANUFACTURE OF MOTORCYCLE AND ASSEMBLY OF AUTOMOTIVE ENGINES.

16. PRESENT U.S. RELATIONSHIPS: FIRM HAS NO DIRECT RELATIONSHIP WITH U.S. MANUFACTURERS.

17. SOURCE OF RAW MATERIALS OR COMPONENTS: FIRM CURRENTLY CASTS AND MACHINES ENGINE BLOCKS AND CRANKCASES AND FABRICATES ALL OTHER PARTS EXCEPT CYLINDER HEAD AND INTERNAL FORGINGS. CURRENT EXPANSION TO PROVIDE FOR HEAD CASTING AND MACHINING, AND CRANK AND ROD FORGINGS. PISTONS AND VALVES ARE PURCHASED FROM TURKISH SUB-CONTRACTOR. CARBURETORS WILL CONTINUE TO BE IMPORTED.

18. REASON FOR AMERICAN PARTICIPATION: FIRM PREFERS TO UTILIZE U.S. TECHNOLOGY.

19. REPORTING OFFICER'S COMMENTS: POTENTIAL LICENSEE HAS PREPARED DETAILED MARKET STUDY WHICH INDICATES THAT 1976 TOTAL TURKISH MARKET FOR STATIONARY ENGINES 2.5 TO 20 HORSEPOWER EXCEEDED 60,000 UNITS AND GROWTH IN RECENT YEARS EXCEEDS 20 PERCENT PER ANNUM. MOST IMPORTANT APPLICATIONS ARE IRRIGATION, MARINE, AND CHEMICAL SPRAYING. FIRM HAS EXCELLENT REPUTATION.

20. PUBLISH: YES

21. REPORTING OFFICER: ROBERT BECKHAM

22. ESTIMATED DOLLAR VALUE OF U.S. EXPORTS GENERATED: UNKNOWN.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 ISTANB 01912 080822Z

OGDEN

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 08-Jun-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977ISTANB01912  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770203-1177  
**Format:** TEL  
**From:** ISTANBUL  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770679/aaaacrkm.tel  
**Line Count:** 98  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 73041b83-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 08-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2233164  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRIVATE LICENSING OPPORTUNITY - GASOLINE AND DIESEL ENGINES UP TO 80 HORSEPOWER  
**TAGS:** BEXP, TU  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/73041b83-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009